A3940-1.74

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1991

WESTERN REGION (WCPA)

Arizona State University
California Institute of Technology
California Poly. State University - San Luis Obispo
California State Poly University - Pomona
California State University - Fresno
California State University - Hayward
California State University - Long Beach
California State University - Los Angeles
California State University - Sacramento
University of California - Irvine - Graduate School of Management
University of California - Los Angeles
Gonzaga University
University of Idaho
Loyola Marymount University
Mills College
University of Nevada - Reno
Oregon State University
University of Oregon
University of the Pacific
Point Loma Nazarene College
Portland State University
University of Redlands
San Diego State University
University of San Francisco
San Francisco State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California - Graduate School of Business
Stanford University
Washington State University
University of Washington
Westmont College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Western** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 8, 1991, through March 8, 1991) and cumulatively (September 1, 1990, and March 8, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/8/91 THROUGH 3/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	10	421	$24960	$28375	*	*	*	197	1618	$25411	$26603	$28200	$25000	$21737
BUSINESS ADMIN (INCL MGMT	1	47	37500	24948	*	*	*	56	431	24107	23096	31200	24000	17000
DISTRIBUTION MANAGEMENT	+	5	+	28500				1	8	26700	27613	*	*	*
ECONOM & FINANCE (BANKING	2	87	27250	26679	*	*	*	61	464	25537	25002	30000	26000	20000
HOTEL/RESTAURANT MGMT.	+	9	+	20061				1	38	20600	21097	*	*	*
HUMAN RSRCS (incl LABOR R	+	8	+	25375				9	46	27133	24027	*	*	*
MANAGEMENT INFO SYSTEMS	+	17	+	29077				5	164	30196	27781	*	*	*
MARKETING/MARK MGMT (RESR	3	69	26400	25528	*	*	*	49	456	24294	23540	30000	23100	18000
REAL ESTATE	+	+	+	+				2	4	21250	20080	*	*	*
COMMUNICATIONS														
ADVERTISING	+	9	+	22433				2	35	23780	21767	*	*	*
COMMUNICATIONS	+	23	+	21644				13	104	22979	21583	*	*	*
JOURNALISM	+	18	+	20510				2	59	18420	18833	*	*	*
TELECOMMUN/BROADCASTING	+	8	+	26250				+	17	+	23106			
EDUCATION														
ELEMENTARY EDUCATION	1	27	11000	18665	*	*	*	28	191	19391	19937	27083	21250	10975
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	25	+	17139			
PHYSICAL EDUCATION	+	1	+	16305				3	21	17065	19120	*	*	*
SPECIAL EDUCATION	+	2	+	23000				5	36	23916	23017	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				+	9	+	19411			
TEXTILES & CLOTHING	+	13	+	20015				4	23	20500	20978	*	*	*
MERCHANDISING MANAGEMENT	+	3	+	21833				+	24	+	21388			
HUMANITIES														
FOREIGN LANGUAGES	+	5	+	19484				1	15	21000	21434	*	*	*
LETTERS (incl English, Li	1	13	30000	22346	*	*	*	10	52	24788	21681	*	*	*
VISUAL & PERFORMING ARTS	1	14	24000	17767	*	*	*	6	42	19061	19738	*	*	*
HUMANITIES - OTHER	1	10	22000	23248	*	*	*	7	32	23151	21856	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	9	+	19650				3	37	20000	21057	*	*	*
HISTORY	+	7	+	18034				5	24	21800	20447	*	*	*
POLITICAL SCIENCE/GOVT	+	13	+	21540				11	60	22309	21665	*	*	*
PSYCHOLOGY	1	20	27000	19419	*	*	*	7	74	20612	18802	*	*	*
SOCIOLOGY	2	8	25500	20150	*	*	*	5	38	24940	18943	*	*	*
SOCIAL SCIENCES-OTHER	1	12	25000	19205	*	*	*	2	56	35000	19088	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	6	+	28110				8	74	29621	30318	*	*	*
AGRICULTURAL	+	1	+	25000				4	17	32375	31471	*	*	*
ARCHITECTURAL	+	1	+	29700				1	26	34032	30727	*	*	*
BIOENGINEERING & BIOMEDIC	+	1	+	30000				+	4	+	26875			
CHEMICAL	+	120	+	37985				3	685	34800	36990	*	*	*
CIVIL	2	50	31350	31054	+	+	+	12	390	33572	29798	*	*	*
COMPUTER	+	10	+	34270				6	73	32593	32056	*	*	*
ELECTRICAL/ELECTRONIC	+	94	+	33073				33	737	33840	32943	40716	34100	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				1	2	$26400	$29700	*	*	*
INDUSTRIAL	+	14	+	$33673				10	164	32599	32058	*	*	*
MECHANICAL	2	144	$35600	34333	*	*	*	23	891	31541	33897	$33000	$31000	$26252
METALLURGICAL	+	9	+	33904				+	54	+	33803			
MINING (INCL GEOLOGICAL)	+	+	+	+				1	32	34000	31018	*	*	*
NUCLEAR	+	+	+	+				+	9	+	32895			
PETROLEUM	+	22	+	40664				+	123	+	38486			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	3	10	30733	29770	*	*	*	12	97	31092	27814	*	*	*
INDUSTRIAL TECHNOLOGY	+	3	+	31500				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	5	15	25200	22263	*	*	*	14	43	24257	21949	*	*	*
ANIMAL SCIENCES	2	8	24600	20805	*	*	*	4	23	27300	21528	*	*	*
PLANT SCIENCES	+	2	+	20000				1	6	38000	21413	*	*	*
NATURAL RESOURCES	1	1	28080	28080	*	*	*	2	8	26040	21095	*	*	*
OTHER AGRICULTURAL SCIENC	3	5	25897	24338	*	*	*	6	23	25282	25440	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	47	+	31146				34	395	29488	30153	35000	29500	22608
COMPUTER PROGRAMMING	+	+	+	+				+	15	+	29123			
INFORMATION SCIENCES & SY	+	22	+	30948				1	102	22000	28800	*	*	*
SYSTEMS ANALYSIS	+	2	+	23500				+	3	+	21867			
HEALTH SCIENCES														
ALLIED HEALTH	+	10	+	29696				+	59	+	27774			
HEALTH SCIENCES	+	1	+	24500				2	26	19864	20944	*	*	*
NURSING	+	3	+	25333				+	55	+	27964			
PHARMACY	+	21	+	40099				+	27	+	39633			
SCIENCES														
ACTUARIAL	+	2	+	22750				+	4	+	25225			
ARCHITECTURAL & ENVIRONME	+	1	+	25000				4	15	24250	25927	*	*	*
BIOLOGICAL	1	7	23800	21902	*	*	*	1	30	23800	20410	*	*	*
CHEMISTRY	+	2	+	28840				+	37	+	27625			
GEOLOGY & GEOLOGICAL SCI	+	3	+	23267				+	17	+	27691			
MATHEMATICS	+	8	+	21746				7	61	27598	25595	*	*	*
PHYSICS	+	+	+	+				+	13	+	28176			
OTHER PHYSICAL & EARTH SC	+	2	+	18400				+	4	+	20637			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	43	1525						685	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	9	371	$24344	$28512	*	*	*	109	1234	$25300	$27135	$28000	$26000	$22200
ACCOUNTING (PRIVATE)	3	55	28333	27180	*	*	*	78	396	25650	24744	29000	25000	22000
COMMERCIAL BANKING (CNSMR	+	5	+	25600				5	28	21460	21850	*	*	*
COMMERCIAL BANKING (LENDG	+	10	+	24920				3	34	25333	23065	*	*	*
INVESTMT BANKING (CORP FN	+	+	+	+				2	13	29250	25577	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	1	+	20000				+	4	+	18875			
INVESTMT BANKG (SALES & T	+	+	+	+				2	11	21900	23963	*	*	*
FINANCIAL/TREASURY ANALYS	1	30	29000	28731	*	*	*	23	167	26037	26242	30000	26880	20500
PORTFOLIO MGMT/BROKERAGE	+	+	+	+				6	16	22867	21160	*	*	*
UNDERWRITING	+	16	+	24000				5	71	27020	23705	*	*	*
INSURANCE - CLAIMS	+	6	+	19849				6	51	23400	22344	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	4	24000	17145	*	*	*	1	14	24000	19295	*	*	*
MEDIA PLANNING	+	1	+	35000				1	5	29000	25460	*	*	*
REPORTING	+	+	+	+				2	13	20500	14975	*	*	*
PRODUCTION	+	7	+	21377				2	35	28500	24503	*	*	*
PUBLIC RELATIONS	+	11	+	20603				5	30	17148	19384	*	*	*
WRITING / EDITING	1	7	30000	21586	*	*	*	1	20	30000	19635	*	*	*
MARKETING														
ADVERTISING	+	5	+	18800				2	17	24500	20135	*	*	*
BRAND/PRODUCT MANAGEMENT	+	11	+	19066				13	68	25464	23855	*	*	*
BUYER/MERCHANDISING	+	37	+	21831				16	99	26611	22841	*	*	*
DISTRIBUTION	+	8	+	29558				3	30	25233	26709	*	*	*
MARKET RESEARCH	+	2	+	27500				4	39	26500	25261	*	*	*
PURCHASING	+	3	+	29293				3	17	24433	24787	*	*	*
SALES	7	87	27243	25831	*	*	*	49	488	24330	24882	30000	25200	14000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21000				1	19	31200	19870	*	*	*
FINANC,TAXA, MONETARY POL	+	4	+	20725				17	42	23774	22802	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				1	7	24000	22056	*	*	*
LAW ENFORCEMENT	+	6	+	21723				1	25	20200	22986	*	*	*
MILITARY	+	3	+	23667				2	26	24432	23803	*	*	*
NATIONAL SECURITY	+	3	+	16867				2	7	21000	20229	*	*	*
URBAN / REGIONAL PLANNING	+	4	+	17892				+	7	+	17261			
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	2	63	31950	32387	*	*	*	10	440	34447	30781	*	*	*
ENVIRONMENTAL/SANITATION	1	13	30000	31084	*	*	*	12	81	33320	30503	*	*	*
MANUFACTURING/INDUSTRIAL	1	69	43200	34221	*	*	*	19	480	32118	33740	*	*	*
SYSTEMS / PROGRAMMING	+	14	+	33901				8	109	30524	32129	*	*	*
POWER SYSTEMS	+	9	+	30940				6	108	36131	32930	*	*	*
SOFTWARE DESIGN & DEVELOP	+	17	+	33648				6	91	33768	32469	*	*	*
HARDWARE DESIGN & DEVELOP	+	27	+	32988				1	94	31000	33354	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	32	+	$34059				5	173	$29560	$33937	*	*	*
TESTING	+	16	+	31264				9	82	31285	30457	*	*	*
PROCESS ENGINEERING	+	101	+	38696				2	553	38700	37480	*	*	*
PROJECT ENGINEERING	1	47	$28000	36312	*	*	*	4	403	33425	34231	*	*	*
OTHER ENGINEERING	1	67	28000	33239	*	*	*	31	714	31521	32598	$36000	$31490	$26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	1	+	22000				2	19	21000	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				1	2	24000	23916	*	*	*
MEDICAL TECHNOLOGY	+	4	+	23925				+	28	+	24349			
NURSES / PERSONAL CARE	+	4	+	22120				+	51	+	27158			
OCCUPATIONAL THERAPY	+	5	+	28360				+	17	+	29035			
PHARMACIST	+	22	+	39483				+	28	+	39165			
PHYSICAL THERAPY	+	2	+	25545				+	4	+	19045			
RESPIRATORY THERAPY	+	2	+	36828				+	3	+	35885			
OTHER HEALTH RELATED	+	5	+	20876				1	53	24000	24256	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	21240				+	15	+	20661			
COUNSELING	+	8	+	15363				3	41	14000	16686	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	15240			
SOCIAL WORK	1	6	25000	20408	*	*	*	1	29	25000	16927	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	43	+	30559				15	305	28820	28420	*	*	*
INFORMATION SYSTEMS	+	13	+	31862				6	107	27500	29174	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	15	+	30872				13	191	30991	29761	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	2	+	30000				2	10	31500	30424	*	*	*
AGRICULTURE/NAT'L RESOURC	6	19	26533	21821	*	*	*	8	55	26025	21431	*	*	*
ARCHITECTURE	+	1	+	25000				3	7	23000	25057	*	*	*
CONSULTING	2	38	25940	29047	*	*	*	20	175	28244	28662	34000	28000	22000
HUMAN RESRCS /INDUS RELS	+	6	+	25033				6	50	27066	22429	*	*	*
MANAGEMENT TRAINEE	4	100	24750	22954	*	*	*	74	594	22552	22256	28000	22250	18000
MATH/STATISTICIANS	+	3	+	20747				2	16	30100	23501	*	*	*
PARALEGAL	+	+	+	+				+	5	+	19000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	5	30000	24400	*	*	*
RESEARCHERS - TECHNICAL	+	+	+	+				2	16	33000	29153	*	*	*
TEACHING	2	48	17845	19721	*	*	*	47	366	20817	20511	27600	22200	11000
TOTALS	43	1525						685	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

WCPA REGIONAL Report No. 2 MARCH 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	15	+	$37500				+	142	+	$31118			
MBA--NON-TECH	+	38	+	36570				10	156	$36369	33870	*	*	*
MBA--TECH	+	7	+	50757				+	20	+	39435			
MS-BUSINESS	+	6	+	50654				+	7	+	49132			
ECONOMICS & FINANCE (BANK	+	28	+	44118				2	34	32644	42209	*	*	*
HUMAN RESOURCES (INCL LAB	+	1	+	35500				+	6	+	28817			
MANAGEMENT INFORMATION SY	+	+	+	+				+	7	+	33886			
MARKETING/MKTNG MGT (RESE	+	12	+	45745				+	14	+	45088			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	1	+	32800				+	6	+	27460			
JOURNALISM	+	1	+	21500				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				3	15	22363	24187	*	*	*
ELEMENTARY EDUCATION	+	+	+	+				11	26	24019	24472	*	*	*
PHYSICAL EDUCATION	+	+	+	+				1	4	14000	24500	*	*	*
READING EDUCATION	+	+	+	+				1	1	32944	32944	*	*	*
SPECIAL EDUCATION	+	+	+	+				5	9	25958	23896	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	+	+	+				+	4	+	23500			
VISUAL & PERFORMING ARTS	+	+	+	+				+	2	+	21163			
HUMANITIES - OTHER	+	2	+	35000				+	3	+	35000			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	12600				+	9	+	23945			
SOCIOLOGY	1	1	$28000	28000	*	*	*	1	3	28000	24267	*	*	*
SOCIAL SCIENCES - OTHER	+	2	+	25500				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	40000				+	8	+	35640			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	1	8	41028	40934	*	*	*	1	25	41028	39818	*	*	*

continued

WCPA REGIONAL Report No. 2 MARCH 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	10	+	$35110				+	60	+	$34900			
COMPUTER	+	1	+	35200				+	2	+	37400			
ELECTRICAL/ELECTRONIC	+	21	+	41129				7	86	$37765	38078	*	*	*
INDUSTRIAL	+	+	+	+				1	18	31000	36437	*	*	*
MECHANICAL	1	10	$40040	36704	*	*	*	4	82	34072	38000	*	*	*
METALLURGICAL	+	+	+	+				+	16	+	38014			
MINING & MINERAL	+	+	+	+				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	42300				+	22	+	43523			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	2	+	21091			
HEALTH SCIENCES	+	1	+	25000				+	4	+	26500			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	5	+	27239			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	2	+	24679			
CHEMISTRY	+	+	+	+				+	7	+	32486			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	2	+	45500				2	59	36000	36904	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	25	+	36393			
MATHEMATICS (INCL ACTUARI	+	1	+	35000				1	8	10000	26900	*	*	*
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	3	174						50	939					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	35	+	$51463				+	72	+	$44058			
MBA--TECH	+	8	+	54688				+	15	+	47100			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	33	+	53455				+	73	+	45901			
MBA--TECH	+	27	+	57141				+	30	+	55584			
OVER 4 YEARS														
MBA--NON-TECH	+	20	+	57315				+	69	+	47032			
MBA--TECH	+	14	+	54693				+	30	+	48400			
TOTALS	+	137						+	289					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				2	5	$62550	$54220	*	*	*
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	$43000				4	5	35768	37214	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	1	+	45739				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	3	+	50000				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	3	+	53820				+	12	+	52177			
CIVIL	+	+	+	+				+	5	+	41399			
COMPUTER	+	1	+	45000				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	1	+	36000				1	9	57000	56133	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	36000				+	3	+	43468			
METALLURGICAL	+	3	+	47000				+	8	+	45930			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	+	+	+				+	1	+	33550			
CHEMISTRY	+	3	+	49000				+	34	+	49060			
GEOLOGICAL (INCL GEOPHYS)	+	2	+	56000				+	7	+	50549			
MATHEMATICS	+	1	+	54400				+	6	+	38483			
PHYSICS	+	1	+	40000				+	2	+	40000			
POLYMER	+	1	+	53400				+	1	+	53400			
TOTALS	+	22						7	114					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	25414 113 31200/23000			23533 3		32333 3	22833 3	30200 2	
BUSINESS ADMIN (INCL MGMT				21000 4			25000 1	27000 1	
ECONOM & FINANCE (BANKING	21333 3			23518 6	26750 2		25000 1	33000 1	
MANAGEMENT INFO SYSTEMS								32500 2	
MARKETING/MARK MGMT (RESR		17000 1		25000 1			29000 2		
ADVERTISING		24000 1							
COMMUNICATIONS				22530 2			20000 1		
JOURNALISM						15000 1			
LETTERS (incl English, Li				24000 1					
VISUAL & PERFORMING ARTS		24000 1							
HISTORY				21000 1					
POLITICAL SCIENCE/GOVT				10000 1	16800 1	10000 1			
AGRICULTURAL								32375 4	
CIVIL									34550 2
COMPUTER						38000 1	32000 1		
ELECTRICAL/ELECTRONIC							26000 1		32000 1
INDUSTRIAL	30000 1								
AGRIBUSINESS				20000 1					
ANIMAL SCIENCES				30000 1					
NATURAL RESOURCES								28080 1	
COMPUTER SCIENCE				28667 3			24010 9		
INFORMATION SCIENCES & SY							22000 1		
ARCHITECTURAL & ENVIRONME			22000 2						28000 1

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BIOLOGICAL								23800 1	
MATHEMATICS				28000 1		35700 1		24500 1	

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING	
ACCOUNTING	25360	10			25500	2	23000	2			18000	1						
BUSINESS ADMIN (INCL MGMT	23333	3			17300	3	23960	5			20214	14						
ECONOM & FINANCE (BANKING	23736	11	28000	1			25359	3			23571	7						
HOTEL/RESTAURANT MGMT.											20600	1						
HUMAN RSRCS (incl LABOR R	30000	1					24500	2			21000	1						
MARKETING/MARK MGMT (RESR	20500	1			19000	1	33000	2			24650	14	22500	1			22000	1
REAL ESTATE	21250	2																
COMMUNICATIONS			12000	1			22000	1			22000	4						
JOURNALISM									21840	1								
TEXTILES & CLOTHING			19200	1							20933	3						
LETTERS (incl English, Li											22740	1						
HUMANITIES - OTHER							29510	1										
CRIMINAL JUSTICE											18000	1						
HISTORY											19333	3						
POLITICAL SCIENCE/GOVT													26000	1				
PSYCHOLOGY											26000	1						
SOCIOLOGY													25500	2				
INDUSTRIAL	28000	1																
ENGINEERING TECHNOLOGY							31500	1										
AGRIBUSINESS											22750	4						
OTHER AGRICULTURAL SCIEN					25000	1												
COMPUTER SCIENCE	31000	1					28333	3										
ARCHITECTURAL & ENVIRONME			25000	1														

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MATHEMATICS	25000 1			31000 1					

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	22000 1		24250 2		24000 1	22232 10	25693 18		23000 1
BUSINESS ADMIN (INCL MGMT			24667 3			24382 2			17000 1
ECONOM & FINANCE (BANKING	27500 2		32000 1	36000 1			26400 1		26500 2
HUMAN RSRCS (incl LABOR R			26200 1						
MANAGEMENT INFO SYSTEMS				30990 2					
MARKETING/MARK MGMT (RESR			17500 2						24000 1
ADVERTISING						23560 1			
COMMUNICATIONS			39666 1						
ELEMENTARY EDUCATION					19739 27 34985/11000				
PHYSICAL EDUCATION					17097 2				17000 1
SPECIAL EDUCATION					23916 5				
FOREIGN LANGUAGES					21000 1				
LETTERS (incl English, Li				32000 1	35643 1	20200 1			
VISUAL & PERFORMING ARTS					16456 3				
HUMANITIES - OTHER					21950 2				
CRIMINAL JUSTICE						21000 2			
POLITICAL SCIENCE/GOVT					44400 1	15798 2	28333 3		
PSYCHOLOGY					16492 2	23100 1			
SOCIOLOGY			19500 1				31200 1		
AEROSPACE & AERONAUTICAL						27700 2			
ARCHITECTURAL							34032 1		
CIVIL			34000 1	32000 1			34814 5		
COMPUTER		40505 1				26252 1			

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ELECTRICAL/ELECTRONIC		35300 1		37611 6		27405 7	32700 1		
INDUSTRIAL				41000 1					
MECHANICAL		33000 1		38333 3		27300 5	29200 1		
PLANT SCIENCE					38000 1				
NATURAL RESOURCES							24000 1		
OTHER AGRICULTURAL SCIENC					24690 1		32000 1		
COMPUTER SCIENCE				28800 1		22608 1	37000 2		
HEALTH SCIENCES					23088 1				16640 1
MATHEMATICS					22983 1				

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					26500 3			25000 1	
BUSINESS ADMIN (INCL MGMT					29400 2		29000 2		31200 2
ECONOM & FINANCE (BANKING					24300 2				29500 2
HUMAN RSRCS (incl LABOR R							32000 1		
MANAGEMENT INFO SYSTEMS								24000 1	
MARKETING/MARK MGMT (RESR							21000 1		30250 4
COMMUNICATIONS	22000 1								27000 1
ELEMENTARY EDUCATION	10000 1								
LETTERS (incl English, Li							21000 1		18000 1
VISUAL & PERFORMING ARTS					23000 1				
HISTORY									30000 1
PSYCHOLOGY			10000 1					25200 1	
SOCIAL SCIENCES-OTHER			25000 1	45000 1					
AEROSPACE & AERONAUTICAL					30261 6				
CHEMICAL									32700 2
CIVIL								31233 3	
ELECTRICAL/ELECTRONIC					33633 3				
INDUSTRIAL					31200 1		32400 1		
MECHANICAL					29936 7			35600 2	
ENGINEERING TECHNOLOGY					29733 3			29600 2	
AGRIBUSINESS						25443 7			24500 1
ANIMAL SCIENCES						26400 3			
OTHER AGRICULTURAL SCIENC						25000 1			

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
COMPUTER SCIENCE					33800 2				32000 1

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	30000	2	25625	4			27000	2									28356	9
BUSINESS ADMIN (INCL MGMT	30600	2	29750	2	29233	3											31236	4
DISTRIBUTION MANAGEMENT					26700	1												
ECONOM & FINANCE (BANKING	33000	2			26200	3											30100	5
HUMAN RSRCS (incl LABOR R	30000	1	26000	1	30000	1												
MARKETING/MARK MGMT (RESR	20550	2			26000	5	29200	1										
LETTERS (incl English, Li	30000	1																
HUMANITIES - OTHER	22000	1																
POLITICAL SCIENCE/GOVT					21600	1												
CHEMICAL															39000	1		
COMPUTER			29400	2														
ELECTRICAL/ELECTRONIC	36400	1	36140	10													37250	2
ENIVRONMENTAL ENGINEERING			26400	1														
INDUSTRIAL	30250	2	34296	3														
MECHANICAL	36000	1							30000	1								
MINING (INCL GEOLOGICAL)											34000	1						
ENGINEERING TECHNOLOGY	32000	1	33800	4														
AGRIBUSINESS					26000	1												
OTHER AGRICULTURAL SCIENC					22500	2												
COMPUTER SCIENCE	31813	8	36500	2			32000	1										
MATHEMATICS			26000	1														

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING			21600 1				23000 3
BUSINESS ADMIN (INCL MGMT							18500 2
ECONOM & FINANCE (BANKING			30000 1		14000 1		20633 3
MARKETING/MARK MGMT (RESR			22500 1		16350 2	24400 3	21867 3
COMMUNICATIONS						23000 1	
LETTERS (incl English, Li					21000 1		23300 1
VISUAL & PERFORMING ARTS							18000 1
HUMANITIES - OTHER					21000 1		22825 2
PSYCHOLOGY						27000 1	
SOCIOLOGY						23000 1	
MECHANICAL			33000 1				32000 1
ENGINEERING TECHNOLOGY	26000 1						

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	25308 116 31200/22500	21667 3		22146 19	23433 3	24400 5	24563 8	30900 6	
BACHELOR - TECHNICAL	30000 1		22000 2	27333 6		36850 2	24674 12	29411 7	32275 4

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24204 28 32000/20000	19733 3	20317 6	25524 16	21840 1	22122 51 45000/18000	24875 4		22000 1
BACHELOR - TECHNICAL	28000 3	25000 1	25000 1	29500 5		22750 4			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	25667 3		24988 11	32495 4	20845 45 44400/11000	21660 19	26307 23 39000/22800		22333 6
BACHELOR - TECHNICAL		36268 3	34000 1	36872 12	27190 4	27037 16	33333 12		16640 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16000 2		17500 2	45000 1	26238 8		26400 5	24733 3	28855 11
BACHELOR - TECHNICAL					30910 22 36000/28500	25664 11	32400 1	32014 7	30475 4

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	28209 11	26857 7	26757 14	27733 3					29480 18
BACHELOR - TECHNICAL	32262 13	34073 23 55000/28600	23667 3	32000 1	30000 1	34000 1		39000 1	37250 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL			24700 3		17740 5	24367 6	
BACHELOR - TECHNICAL	26000 1		33000 1				

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25393 106 31200/22200	25770 66 50000/22000		25000 1	32000 1				26920 3
BUSINESS ADMIN (INCL MGMT			19900 2						27000 1
ECONOM & FINANCE (BANKING	22000 3	26588 8	21750 2		26500 1			27000 1	26239 15
MARKETING/MARK MGMT (RESR									24750 2
REAL ESTATE									18500 1
ADVERTISING		23780 2							
LETTERS (incl English, Li			24000 1						
VISUAL & PERFORMING ARTS		23000 1							
HUMANITIES - OTHER									29510 1
HISTORY				21000 1					
POLITICAL SCIENCE/GOVT								16800 1	
ANIMAL SCIENCES				30000 1					
HEALTH SCIENCES		16640 1							

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ACCOUNTING		20000 1					27000 1		
BUSINESS ADMIN (INCL MGMT	19100 2	29800 2	22000 1				30000 1	17300 3	
ECONOM & FINANCE (BANKING	25000 2	24000 1							
HUMAN RSRCS (incl LABOR R			24500 2						
MARKETING/MARK MGMT (RESR			36000 1		29000 1				
REAL ESTATE	24000 1								
COMMUNICATIONS			22000 1					12000 1	
JOURNALISM						15000 1		21840 1	
LETTERS (incl English, Li									30000 1
VISUAL & PERFORMING ARTS				24000 1					
POLITICAL SCIENCE/GOVT			11400 1						
ENGINEERING TECHNOLOGY		31500 1							
MATHEMATICS	25000 1					26000 1			

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									23383 15
BUSINESS ADMIN (INCL MGMT		25653 5	29587 9			26900 2	19833 3		
DISTRIBUTION MANAGEMENT				26700 1					
ECONOM & FINANCE (BANKING		20000 1			28000 2	19500 1	22567 6		26700 2
HUMAN RSRCS (incl LABOR R							30000 1		
MARKETING/MARK MGMT (RESR	17000 1	21050 2	21800 5	24500 2	25000 1		26026 19		
COMMUNICATIONS		31333 2					28500 2		
LETTERS (incl English, Li	32000 1	23300 1							
VISUAL & PERFORMING ARTS							18000 1		
HUMANITIES - OTHER							22000 1		
HISTORY							20000 2		
POLITICAL SCIENCE/GOVT							15800 2		
PSYCHOLOGY			26000 1				26100 2		
SOCIOLOGY								31200 1	
ELECTRICAL/ELECTRONIC		34700 1							
MECHANICAL							30000 1		
ENGINEERING TECHNOLOGY							33000 1		
AGRIBUSINESS		20000 1	24500 1		25000 1		25400 5		
ANIMAL SCIENCES							30000 1		
COMPUTER SCIENCE							15996 2		

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT			25764 1						22000 1
LETTERS (incl English, Li		20200 1							
CRIMINAL JUSTICE				21000 2					
POLITICAL SCIENCE/GOVT	24000 1								
PSYCHOLOGY			23100 1						
AEROSPACE & AERONAUTICAL									30160 1
AGRICULTURAL								32750 2	
ARCHITECTURAL							34032 1		
CHEMICAL							27000 1		
CIVIL							34245 3	33642 8	
COMPUTER							38000 1		
ELECTRICAL/ELECTRONIC							55000 1	36000 1	33220 5
INDUSTRIAL									32022 4
MECHANICAL							28500 1	29200 1	34675 4
ENGINEERING TECHNOLOGY							31200 1		31300 4
ARCHITECTURAL & ENVIRONME							28000 1		

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT									31000 1
ECONOM & FINANCE (BANKING								40000 1	
AEROSPACE & AERONAUTICAL	32240 1				25000 1	29913 5			
AGRICULTURAL									36000 1
CHEMICAL							38700 2		
CIVIL									31000 1
COMPUTER	28351 3		32000 1						
ELECTRICAL/ELECTRONIC	32400 1	36078 3	38500 1	31000 1		33650 2			32204 17
ENIVRONMENTAL ENGINEERING					26400 1				
INDUSTRIAL	34500 1				32400 1	32000 1			
MECHANICAL		36184 3			32000 2	32700 1		31700 1	29122 9
MINING (INCL GEOLOGICAL)								34000 1	
ENGINEERING TECHNOLOGY								28000 1	34800 2
COMPUTER SCIENCE	30000 2		J3026 4						

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	17000 1								
ECONOM & FINANCE (BANKING	25000 1								
MARKETING/MARK MGMT (RESR									24000 1
NATURAL RESOURCES		24000 1							

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						26000 1			
BUSINESS ADMIN (INCL MGMT					25200 1				
ECONOM & FINANCE (BANKING								32000 1	
MANAGEMENT INFO SYSTEMS						27000 2	31980 1		
COMMUNICATIONS					20000 1				
POLITICAL SCIENCE/GOVT		22000 1							
PSYCHOLOGY		10000 2							
SOCIAL SCIENCES-OTHER				25000 1					
COMPUTER					40505 1				
INDUSTRIAL							41000 1		
AGRIBUSINESS									28500 2
ANIMAL SCIENCES									24600 2
OTHER AGRICULTURAL SCIENC									25500 4
COMPUTER SCIENCE					28883 12	31500 2	30191 10		
INFORMATION SCIENCES & SY						22000 1			
MATHEMATICS							28000 1	31000 1	

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		34000	1			18000	1					
BUSINESS ADMIN (INCL MGMT		24500	2			21982	17			30000 1		
ECONOM & FINANCE (BANKING		25250	4			23743	7				33000 2	
HOTEL/RESTAURANT MGMT.						20600	1					
HUMAN RSRCS (incl LABOR R				28067	3	27000	3					
MANAGEMENT INFO SYSTEMS		32500	2									
MARKETING/MARK MGMT (RESR				19000	1	22792	13					
COMMUNICATIONS		22000	1			20612	5					
ELEMENTARY EDUCATION												19391 28 34985/10975
PHYSICAL EDUCATION		17000	1									17097 2
SPECIAL EDUCATION												23916 5
TEXTILES & CLOTHING						20500	4					
FOREIGN LANGUAGES												21000 1
LETTERS (incl English, Li						20685	4					35643 1
VISUAL & PERFORMING ARTS												16456 3
HUMANITIES - OTHER						22217	3					21950 2
CRIMINAL JUSTICE						18000	1					
HISTORY						24000	2					
POLITICAL SCIENCE/GOVT		44400	1	29598	2	18000	2					
PSYCHOLOGY												22983 1
SOCIOLOGY						23375	4					
SOCIAL SCIENCES-OTHER						45000	1					
AGRICULTURAL		28000	1									

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
INDUSTRIAL		29000 2							
ENGINEERING TECHNOLOGY				27300 2					
AGRIBUSINESS		27600 1		19500 3					
PLANT SCIENCES									38000 1
NATURAL RESOURCES		28080 1							
OTHER AGRICULTURAL SCIENC				25000 1					24690 1
COMPUTER SCIENCE		33500 2							
HEALTH SCIENCES									23088 1
ARCHITECTURAL & ENVIRONME	23000 3								
BIOLOGICAL		23800 1							
MATHEMATICS					30100 2				22983 1

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25300 109 31200/22200	25767 77 50000/22000	21460 5	23000 2	29250 2			21900 2	26037 23 37000/20500
BACHELOR - TECHNICAL		16640 1		30000 1					

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	22440 5	25900 4	23400 6	24000 1	29000 1	15000 1	28500 2	17148 5	30000 1
BACHELOR - TECHNICAL	25000 1	31500 1				26000 1			

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	24500 2	25121 11	26752 15	25233 3	27000 3	24433 3	24108 39 45000/14000	31200 1	23774 17
BACHELOR - TECHNICAL		27350 2	24500 1		25000 1		25199 10		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24000 1	20200 1	24432 2	21000 2					22000 1
BACHELOR - TECHNICAL							34447 10	33320 12	32680 18

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL								40000 1	
BACHELOR - TECHNICAL	30524 8	36131 6	33768 6	31000 1	29560 5	31285 9	38700 2	31233 3	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	21000 2								
BACHELOR - TECHNICAL		24000 1							

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		14000 3		25000 1	22600 2	26667 3	31980 1	32000 1	
BACHELOR - TECHNICAL					29777 13	28333 3	30909 12	31000 1	26025 8

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27700 12	27066 6	22511 68 45000/18000			30000 1	33000 2	20224 43 35643/11000
BACHELOR - TECHNICAL	23000 3	29060 8		23017 6	30100 2				27190 4

AVERAGE SALARY OFFERS MARCH 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	31233 3			29496 2					
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	47500 2								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					39000 1				
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	38500 2								
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							